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OCTOBER 1984

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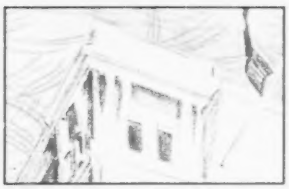
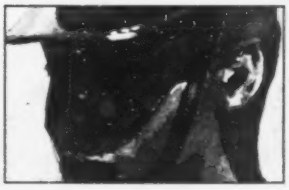


41 Building 114

57 Lender Image



85 ARM Guidelines

Aggressive Vehicles for a Stronger Market
Garth Marston 15

Lender Image and Customer Reaction
Dan Jacobson 28

Boston's Building 114:
A Case Study in Financing
Eric Stevenson 41

Lenders' Rights in Bankruptcy Stays
Judge Roger Whalen 57

A Program to Make a Difference
John J. Coonts 68

Presenting ARMs 83

Freddie Mac ARM Guidelines
William R. Thomas, Jr. 85

The GNMA Adjustable Rate Security
Herbert L. Carrel, CMB 99

Understanding the ARMs Indexes
Stephen W. Weggeland 105

Pass-Through Offers Flexibility, Adaptability
Maureen Fuller 133

Investment Benefits in Condo Hotels
Peter M. Gunnar and William R. Meyer 144

Solid Role for Small Mortgage Bankers
Robert Wilensky 153

Dome Homes Come of Age
Richard T. Robinson 161

The Last Word (One Viewpoint on ARMs)
Herbert P. Emmerman 169

About The Cover 5
About This Issue 8
People 175
Books 186
Advertisers Index 190

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MORTGAGE MARKET TRENDS

Prepared by MBA's Economics Department

September 26, 1984

The recent pattern for origination volume generated by the major mortgage lending institutions suggests that substantial shifts in the market share of mortgage lending may take place this year. A brief review of past residential lending activity helps put recent activity into perspective.

1981 started with a peak in housing activity, only to end in a slump. Total origination volume fell to $98.2 billion from the $133.8 billion level of 1980, a drop of 26.6 percent. Mortgage bankers, who tend to be less vulnerable to cyclical volatility because their lending is more concentrated in government-backed loan programs, experienced a fall in origination volume from $29.4 billion to $24 billion. This decline of 18.6 percent was less severe than the industry average. Savings and loan associations registered the sharpest decline, with their origination volume falling by $19 billion, to $42 billion. Originations by commercial banks fell at about the same rate as the industry average. Their volume in 1981 was $21.7 billion, a 24.6 percent decline from the previous year.

Savings and loan associations participated fully in the 1983 recovery. Origination activity among S&Ls rose to $81.5 billion, or a gain of 134.4 percent, which was significantly above the industry average. While commercial banks also experienced a robust increase in their originations from $25.2 billion to $42.4 billion, this 68.2 percent increase over the 1982 level was significantly lower than that of their chief competitors.

The most recent statistics released by the Department of Housing and Urban Development, covering the first five months of 1984, show origination volume for January through May of this year to be $81.3 billion, a 14 percent increase over the first five months of 1983. The volume of mortgage banking originations, however, decreased by 4 percent in the first five months of this year compared with the same period of a year ago, declining to $22.7 billion. Commercial banks also showed a decrease in origination volume in the first five months of 1984, registering a volume of $13.8 billion compared with the $16 billion figure for the first five months of 1983. Savings and loan associations, on the other hand, greatly increased their volume to $37.9 billion, a 42.5 percent rise above 1983 levels.

In the first five months of 1984, however, the pattern of lending activity shifted once again, as market shares changed significantly, compared with that period a year ago. Mortgage bankers' share of origination volume for the first five months of 1984 was 27.9 percent, down 5.3 percentage points from the same period in 1983. However, it should be noted that the first five months of 1983 constituted the best five-month period ever for mortgage bankers in terms of market share.

At the same time, responding to a surge in business loan demand, the commercial banks' market share for the first five months of 1984 fell 5.5 points to 17 percent. Major gains were made by the savings and loan associations, whose share increased from 37.4 percent for the first five months of 1983, to 46.7 percent for the comparable period in 1984. Mutual savings banks also increased their market share, posting a 5.9 percent share compared with a 4.3 percent in the same period last year.

Even though total origination volume for the first five months of 1984 exceeds last year's figure, recent evidence indicates that volume will decline over the remainder of the year in comparison with 1983. Sales of new single-unit houses have flattened since June, and, starts of one- to four-unit houses declined in June, July, and August compared with last year. In August, starts were down 17.3 percent compared with last year. Also, permits for one- to four-unit houses have softened significantly. The effects of high mortgage rates in July and August of 1984 should result in a further decline in second half activity, putting it well below the second half pace of 1983. Therefore, even though rates are expected to ease through part of the fourth quarter, the net result should be a modest increase in new one- to four-unit house sales in 1984 over 1983, on the order of 2 or 3 percent.

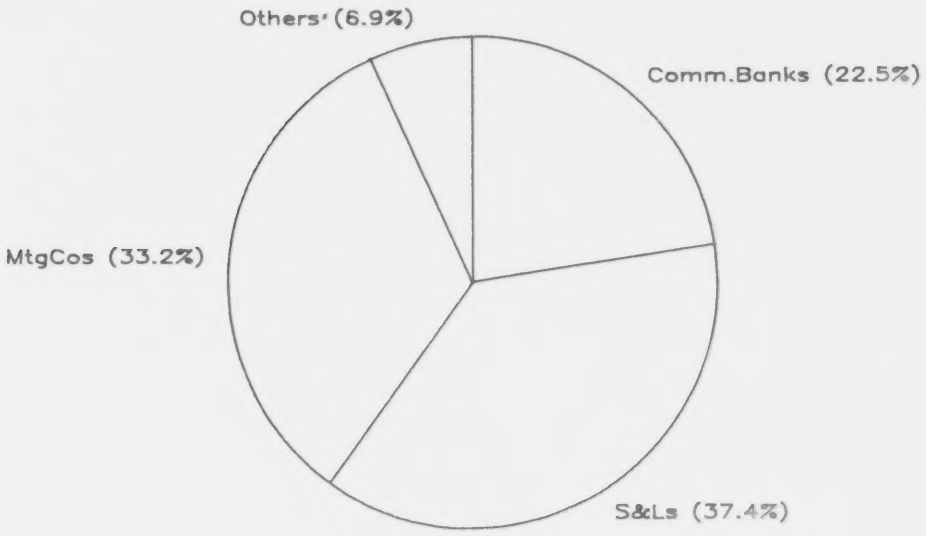
Consequently, total one- to four-unit residential loan originations are likely to fall significantly below the 1983 level, and shifts in the market shares are likely to continue.

The slowing growth in the one- to four-unit residential loan market, combined with aggressive S&L lending and a probable second-half pick-up in commercial bank mortgage lending, points toward a 10 to 15 percent decline in mortgage banking origination activity. This, in turn, suggests that we can anticipate some deterioration in mortgage bankers' market share this year.

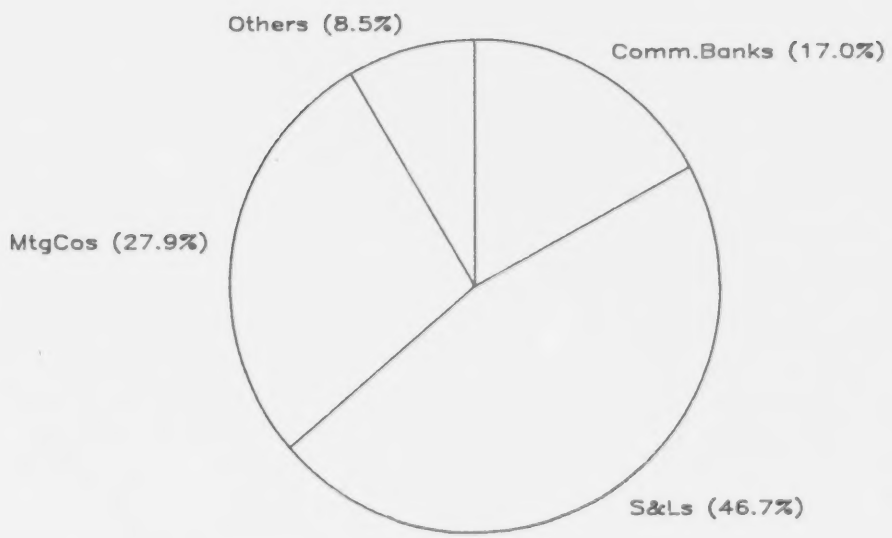
Dr. Thomas R. Harter
Senior Staff Vice President
Chief Economist

Residential Mortgage Market Share

1 to 4 Unit Originations, Jan—May 1983



1 to 4 Unit Originations, Jan—May 1984



MORTGAGE MARKET TRENDS—OCTOBER 1984

RESIDENTIAL STRUCTURES, BY UNIT TYPE
(Units in thousands)

Year and Month	PERMITS 16,000 ISSUING PLACES						HOUSING STARTS					
	Actual			Seasonally Adjusted Annual Rate			Actual			Seasonally Adjusted Annual Rate		
	Total	1-4 Units	5+ Units	Total	1-4 Units	5+ Units	Total	1-4 Units	5+ Units	Total	1-4 Units	5+ Units
1983												
MAY	151	105	46	1,660	1,079	581	175	124	51	1,779	1,252	527
JUN	173	115	58	1,764	1,151	613	173	125	48	1,743	1,242	501
JUL	148	93	55	1,752	1,068	684	162	113	49	1,793	1,175	618
AUG	155	98	57	1,671	1,032	639	177	121	56	1,873	1,233	640
SEP	150	91	59	1,540	994	546	155	108	47	1,679	1,153	526
OCT	142	89	53	1,650	1,049	601	159	102	57	1,672	1,113	559
NOV	124	79	45	1,649	1,060	589	136	93	43	1,730	1,204	526
DEC	108	65	43	1,602	1,056	546	107	69	38	1,694	1,154	540
1984												
JAN	110	67	43	1,799	1,144	655	109	75	34	1,980	1,415	565
FEB	125	78	47	1,902	1,234	668	128	88	40	2,262	1,611	651
MAR	147	100	47	1,727	1,136	591	137	99	38	1,662	1,208	454
APR	157	105	52	1,758	1,112	646	171	121	50	2,015	1,365	650
MAY	165	109	56	1,745	1,076	669	180	126	54	1,794	1,247	547
JUN	166	102	64	1,768	1,067	701	184	121	63	1,886	1,201	685
JUL	140	89	51	1,565	961	604	163	111	52	1,761	1,114	647
AUGp	141	89	52	1,508	934	574	145	99	46	n.a.	n.a.	n.a.
8 months												
1984	1,151	739	412				1,217	840	377			
1983	1,073	707	365				1,147	812	336			
1982	599	385	214				653	468	186			
1981	710	493	217				786	592	194			

VALUE OF NEW CONSTRUCTION PUT IN PLACE
(Dollars in millions)

Seasonally Adjusted Annual Rate				
Total	1 Unit	2+ Units	Non-Res.	
$139,801	$61,926	$20,300	$57,575	
147,929	65,797	22,124	60,008	
152,028	67,598	25,082	59,348	
157,313	68,746	26,025	62,542	
157,582	68,337	26,614	62,631	
151,063	66,327	25,807	58,929	
154,272	65,385	26,525	62,362	
156,642	64,924	27,721	63,997	
163,534	69,047	27,816	66,671	
171,331	73,496	28,791	69,044	
175,184	74,182	28,169	72,833	
177,380	75,069	27,692	74,619	
184,805	75,810	30,559	78,436	
181,816	75,459	29,567	76,790	
183,400	74,084	31,900	77,416	
n.a.	n.a.	n.a.	n.a.	

HOUSE SALES
(Units in thousands)

EXISTING HOUSES[1]	NEW HOUSES		
	Sold	Available For Sale	Months Supply at Current Rate
259	64	271	4.9
283	59	283	5.3
260	51	288	5.8
280	50	296	6.3
240	48	302	6.4
224	51	302	5.8
202	45	309	5.9
180	48	303	4.7
178	52	301	5.3
202	58	304	5.2
263	63	317	5.9
269	61	325	6.0
288	59	332	6.6
294	57	341	6.6
268	54	341	6.5
n.a.	n.a.	n.a.	n.a.
1,762*			
1,596			
1,114			
1,507			

RESIDENTIAL STRUCTURES, BY REGION
(units in thousands)

Year and Month	PERMITS 16,000 ISSUING PLACES								STARTS							
	Actual				Seasonally Adjusted Annual Rate				Actual				Seasonally Adjusted Annual Rate			
	North East	North Central	South	West	North East	North Central	South	West	North East	North Central	South	West	North East	North Central	South	West
1983																
APR	13	17	75	34	155	174	855	372	14	18	75	30	170	196	843	340
MAY	15	19	78	38	152	192	913	403	17	25	93	40	165	228	984	402
JUN	18	21	88	45	178	200	942	444	18	25	89	42	175	216	935	417
JUL	16	17	78	37	178	194	969	411	18	23	82	39	166	230	979	418
AUG	18	21	79	38	178	198	896	399	22	25	92	38	186	237	1,015	435
SEP	18	21	74	37	168	181	797	394	15	23	84	34	138	221	938	382
OCT	15	20	74	33	161	195	889	405	16	23	87	33	160	197	947	368
NOV	12	16	68	29	152	191	897	409	14	18	75	30	156	214	939	421
DEC	11	9	58	30	174	182	812	434	9	9	63	25	148	214	955	377
1984																
JAN	7	8	63	33	172	239	872	516	7	9	61	32	195	319	927	539
FEB	10	11	68	35	234	267	884	517	9	11	77	33	311	352	1,127	472
MAR	14	16	75	42	184	207	808	528	11	15	77	35	170	229	832	431
APR	17	21	77	42	186	223	879	470	17	22	88	44	212	245	1,023	535
MAY	22	22	76	45	218	206	854	467	19	27	88	47	171	241	910	472
JUN	18	22	78	48	184	223	874	487	22	33	89	41	234	293	930	420
JUL	17	21	64	38	178	229	749	409	20	25	79	39	187	245	925	406
AUGp	18	20	65	38	180	190	734	404	20	23	68	34	176	220	743	398
8 months																
1984	123	141	566	283					125	165	627	305				
1983	107	121	583	263					113	144	633	260				
1982	64	58	332	132					67	91	373	122				
1981	77	94	352	187					76	116	416	175				

CONSTRUCTION STATUS
(units in thousands)

UNDER CONSTRUCTION			COMPLETIONS		
Total	1-4 Units	5+ Units	Total	1-4 Units	5+ Units
832	516	316	90	69	21
901	565	336	106	75	31
951	597	354	123	93	30
988	615	373	120	91	29
1,010	629	381	155	106	49
1,025	632	393	133	99	34
1,025	620	405	153	110	43
1,035	616	419	125	94	31
1,003	582	421	138	102	36
995	578	417	112	76	36
1,008	586	422	109	77	32
1,022	600	422	119	82	37
1,064	632	432	127	86	47
1,098	660	438	143	95	48
1,123	674	449	156	104	52
1,145	683	462	143	102	41
n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
			909*	622*	287*
			687	508	179
			538	392	165
			726	538	158

INTEREST RATES AND YIELDS

Year and Month	1-4 UNIT MORTGAGES					APARTMENTS[3]	CONSTRUCTION LOANS[4] ALL TYPES	FNMA		GNMA Current Securities Yield[5]	SELECTED SECURITIES				SPREADS (Basis Points)	
	FHA Opinion Survey			FHLBB Survey				Mandatory Delivery Yields								
	FHA New[2]	Conventional		Conventional				ARM (5 yr. Treas.)	Conv.		Aaa Utility[7] New Issue	U.S. Gov't. 10-yr.	U.S. Gov't. 26-wk.	Prime Commercial Paper 90-119 Days	FHA New Minus Aaa Utility	GNMA minus 10-yr. Gov't.
		New	Existing	New	Existing											
1983																
MAY	12.41%	13.09%	13.09%	12.67%	12.82%	13.63%	11.72%	11.470%	12.583%	11.54%	11.32%	10.38%	8.20%	8.33%	109	116
JUN	12.96	13.37	13.38	12.36	12.67	14.00		12.480	13.163	12.03	11.87	10.85	8.89	9.00	109	118
JUL	14.23	14.00	14.01	12.50	12.63	14.50		12.978	13.638	12.80	12.32	11.38	9.26	9.25	191	142
AUG	13.78	13.90	13.92	12.38	12.72	14.38	12.99	13.195	13.688	13.22	12.25	11.85	9.51	9.54	153	137
SEP	13.55	13.60	13.62	12.54	12.85	14.24		12.863	13.213	12.78	12.53	11.65	9.15	9.24	102	113
OCT	13.23	13.52	13.53	12.25	12.65	14.11		12.575	12.963	12.58	12.43	11.54	8.83	8.99	80	104
NOV	13.23	13.48	13.49	12.34	12.58	14.15	12.94	12.787	13.012	12.62	12.64	11.69	8.93	9.10	59	93
DEC	13.25	13.42	13.42	12.42	12.39	13.95		12.870	13.050	12.65	12.62	11.83	9.17	9.53	63	82
1984																
JAN	13.08	13.28	13.27	12.29	12.16	13.74		12.788	12.800	12.46	12.99	11.67	9.02	9.20	9	79
FEB	13.20	13.31	13.32	12.23	12.19	13.98	13.34	12.863	12.938	12.48	13.05	11.84	9.18	9.32	15	64
MAR	13.68	13.57	13.58	12.02	12.17	14.29		13.325	13.375	12.88	13.63	12.32	9.66	9.83	5	56
APR	13.80	13.77	13.79	12.04	12.07	14.58		13.625	13.638	13.16	13.96	12.63	9.84	10.18	(16)	53
MAY	15.01	14.38	14.40	12.18	12.10	15.32	13.76	14.200	14.400	13.85	14.79	13.41	10.31	10.65	22	44
JUN	14.91	14.65	14.67	12.10	12.26	15.70		14.810	14.770	14.22	15.00	13.56	10.51	10.98	(9)	66
JUL	14.58	14.53	14.54	12.50	12.53	15.53		14.810	14.450	14.01	14.93	13.36	10.53	11.19	(35)	65
AUG	14.21	14.24	14.25	12.42	12.76	15.24		14.050	13.910	13.52	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

*signifies a seven-month total

LONG-TERM MORTGAGE LOANS CLOSED

(Dollars in Millions)

Year and Month	BY TYPE OF INSTITUTION					BY TYPE OF UNIT, AND INSTITUTION														
						1-4 Units					5+ Units					Nonresidential				
	Total	Mtg. Bankers	S&Ls	Banks[6]	Life Cos.	Total	Mtg. Bankers	S&Ls	Banks[6]	Life Cos.	Total	Mtg. Bankers	S&Ls	Banks[6]	Life Cos.	Total	Mtg. Bankers	S&Ls	Banks[6]	Life Cos.
1982																				
NOV	$12,230	$3,240	$ 4,026	$ 4,458	$ 506	$ 8,907	$2,770	$ 3,148	$2,935	$ 54	$ 682	$200	$ 337	$107	$ 38	$2,611	$270	$ 541	$1,416	$ 414
DEC	18,448	4,720	6,443	5,724	1,561	12,761	4,210	4,778	3,705	68	1,125	150	605	297	73	3,562	360	1,060	1,722	1,420
1983																				
JAN	15,616	4,710	4,755	5,371	780	10,695	3,880	3,621	3,146	54	1,532	650	529	312	45	3,389	180	605	1,913	757
FEB	16,396	4,450	5,090	5,987	869	11,562	3,980	3,946	3,593	44	1,084	170	383	453	83	3,750	300	761	1,941	805
MAR	21,468	5,910	7,577	6,965	1,016	15,824	5,050	5,877	4,839	54	1,113	70	677	285	82	4,531	790	1,023	1,841	902
APR	20,459	6,080	7,942	5,681	756	14,661	4,790	6,292	3,523	56	1,884	890	656	288	50	3,910	400	990	1,870	650
MAY	22,111	5,590	8,348	7,354	819	15,670	4,740	6,903	3,970	57	1,397	300	549	490	58	5,044	550	896	2,894	704
JUN	29,936	7,120	10,936	10,354	1,526	20,993	5,950	8,683	6,268	92	2,621	910	916	645	150	6,322	260	1,337	3,441	1,284
JUL	24,310	5,810	10,275	7,230	995	18,650	5,450	8,297	4,839	64	1,191	30	759	331	71	4,469	330	1,219	2,060	860
AUG	28,942	5,730	11,291	10,042	1,879	20,755	5,000	9,197	6,501	57	1,725	220	740	523	242	6,462	510	1,354	3,018	1,580
SEP	24,331	4,470	10,331	8,115	1,415	16,815	3,660	8,127	4,979	49	1,569	220	774	439	136	5,947	590	1,430	2,697	1,230
OCT	21,235	4,300	8,586	7,121	1,228	14,927	3,630	6,823	4,427	47	1,501	170	759	410	162	4,807	500	1,004	2,284	1,019
NOV	20,938	5,340	8,202	6,039	1,357	14,606	4,690	6,317	3,549	50	1,801	100	783	699	219	4,531	550	1,102	1,791	1,088
DEC	26,024	4,970	10,553	6,793	3,138	15,858	4,860	7,441	3,455	102	2,254	110	996	749	299	7,912	570	2,116	2,489	2,737
1984																				
JAN	20,001	4,870	7,818	6,558	755	13,544	4,190	5,839	3,467	48	1,836	320	938	531	47	4,621	360	1,041	2,560	660
FEB	19,099	4,310	7,721	6,101	967	12,328	3,350	5,724	3,212	42	1,796	570	739	339	148	4,975	390	1,258	2,550	777
MAR	22,857	4,690	10,158	6,914	1,095	14,949	3,770	7,414	3,680	85	2,070	370	1,052	555	93	5,838	550	1,692	2,679	917
APR	24,913	5,870	11,261	6,271	1,511	17,350	4,940	8,507	3,831	72	1,960	410	1,100	264	186	5,603	520	1,654	2,176	1,253
MAY	27,223	5,230	13,313	7,439	1,241	19,457	4,480	10,454	4,419	104	1,929	140	1,255	439	95	5,837	610	1,604	2,581	1,042
JUNp	n.a.	5,430	n.a.	n.a.	n.a.	n.a.	4,620	n.a.	n.a.	n.a.	n.a.	20	n.a.	n.a.	n.a.	n.a.	790	n.a.	n.a.	n.a.

LONG-TERM COMMITMENT ACTIVITY

(Dollars in Millions)

Year and Month	OUTSTANDING					ISSUED DURING MONTH				
	Total	Mtg. Bankers	S&Ls	Banks[6]	Life Cos.	Total	Mtg. Bankers	S&Ls	Banks[6]	Life Cos.
1983										
JAN	$ 62,967	$16,520	$22,945	$13,802	$ 9,700	$15,693	$7,010	$ 5,555	$1,928	$1,200
FEB	69,199	18,840	25,677	14,965	9,717	16,887	6,460	7,271	2,086	1,070
MAR	72,413	18,500	28,864	15,217	9,850	22,322	7,660	10,291	3,073	1,298
APR	76,041	19,550	31,850	14,311	10,330	22,049	7,460	9,730	3,265	1,594
MAY	78,413	17,740	33,906	16,242	10,531	23,141	7,470	10,622	3,744	1,305
JUN	81,936	19,560	35,319	15,910	11,147	26,002	7,330	12,555	4,011	2,106
JUL	78,741	17,090	36,852	12,651	12,148	26,571	6,840	14,092	3,475	2,164
AUG	79,490	14,990	38,590	13,770	12,140	24,126	6,160	12,668	3,653	1,645
SEP	77,774	13,750	38,562	13,495	11,967	20,364	4,620	10,895	3,454	1,395
OCT	89,570	25,840	38,417	13,721	11,592	19,614	6,130	9,484	2,940	1,060
NOV	85,851	15,990	39,969	17,943	11,949	22,804	7,610	10,182	3,447	1,565
DEC	90,532	22,650	40,410	17,075	10,397	20,760	6,310	10,016	3,119	1,315
1984										
JAN	80,916	15,170	40,781	14,253	10,712	18,183	4,660	9,173	3,010	1,340
FEB	86,522	15,890	42,792	16,441	11,399	19,446	3,980	10,477	3,376	1,613
MAR	88,200	13,410	45,801	16,257	12,732	25,239	5,290	12,954	4,432	2,563
APR	100,399	16,870	51,965	17,702	13,862	26,033	4,700	14,433	4,555	2,345
MAY	103,392	15,950	54,478	18,579	14,385	27,888	4,950	15,997	5,096	1,845
JUN	n.a.	11,690p	n.a.	n.a.	n.a.	n.a.	3,780p	n.a.	n.a.	n.a
JUL	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
AUG	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

MORTGAGE INSURANCE

(Units in Thousands, Dollars in Millions)

Year and Month	APPLICATIONS RECEIVED UNITS			INSURED							
	FHA/VA		Private	Total		FHA (203)		VA		Private	
	Total			Units	Amt.	Units	Amt.	Units	Amt.	Units	Amt.
1983											
JAN	137	98	39	54	$3,201	14	$ 637	10	$ 630	30	$1,934
FEB	138	96	42	62	3,607	17	795	15	961	30	1,851
MAR	176	113	63	87	5,003	31	1,508	20	1,243	36	2,252
APR	180	117	63	96	5,483	39	1,867	19	1,190	38	2,426
MAY	165	91	74	101	5,959	24	1,152	30	1,911	47	2,896
JUN	233	145	85	139	8,015	60	2,938	24	1,541	55	3,536
JUL	182	102	80	115	6,863	38	1,854	20	1,224	57	3,785
AUG	205	106	99	139	8,665	31	1,641	35	2,193	73	4,831
SEP	152	66	86	161	9,702	56	2,922	33	2,092	72	4,688
OCT	141	58	83	125	7,752	26	1,362	30	1,934	69	4,456
NOV	131	51	80	131	7,980	34	1,772	25	1,598	72	4,610
DEC	136	46	90	118	7,594	20	1,046	22	1,448	76	5,092
1984											
JAN	121	45	76	109	7,017	14	753	24	1,544	71	4,720
FEB	123	44	79	101	6,467	20	1,093	22	1,449	59	3,925
MAR	159	49	110	124	7,715	35	1,807	19	1,202	70	4,706
APR	167	48	119	110	7,103	16	882	17	1,114	77	5,107
MAY	174	45	129	126	8,051	17	924	17	1,081	92	5,965
JUN	159	35	124	138	9,064	20	1,076	16	1,060	102	6,928
JUL	148	32	116	135	8,872	16	834	18	1,131	101	6,907
AUG	n.a.	n.a.	n.a.	n.a.	n.a.	17p	904p	16p	998p	n.a.	n.a.

SECONDARY MARKET ACTIVITY

(Dollars in Millions)

Year and Month	FNMA				FHLMC				GNMA	
	Portfolio		Mortgage Backed Securities						Pass-Through Securities	
	Comm.	Purc.	Outstanding	Issued	Comm. to Sell	Comm. to Buy	Mtg. Purc.	Sold	Applications	Issued
1982										
DEC	$3,055	$2,495	$14,450	$2,436	$ 897	$1,068	$3,916	$3,804	$3,093	$2,330
1983										
JAN	2,006	2,045	15,464	1,082	2,004	2,059	1,479	1,641	4,593	2,657
FEB	784	1,594	16,586	1,213	847	868	1,688	1,756	4,316	3,573
MAR	1,184	1,433	18,157	1,684	1,410	1,438	2,849	2,469	9,487	5,292
APR	1,023	1,004	19,138	1,152	2,149	3,079	1,807	1,525	6,423	4,359
MAY	1,534	1,579	20,064	1,160	2,881	2,334	2,439	1,408	6,687	4,654
JUN	2,506	1,333	20,933	1,097	2,319	2,358	1,494	1,244	6,444	5,246
JUL	1,198	1,358	22,313	1,651	4,621	4,671	1,523	1,491	5,468	4,363
AUG	1,282	1,213	23,078	1,052	5,592	6,367	1,621	1,585	7,976	5,943
SEP	2,739	1,203	23,819	1,018	3,183	3,283	2,263	1,555	6,749	4,200
OCT	1,882	1,244	24,311	750	2,382	2,596	2,886	2,758	3,891	3,808
NOV	997	1,348	24,475	381	1,596	2,093	1,287	1,139	4,201	3,857
DEC	1,471	2,204	25,121	841	1,261	1,704	1,685	1,121	4,046	2,543
1984										
JAN	1,772	1,285	25,182	251	1,293	1,470	1,419	978	2,500	2,718
FEB	1,930	1,507	26,125	1,126	1,127	1,385	1,389	1,338	4,422	3,030
MAR	1,626	2,030	28,354	2,405	1,704	1,873	1,290	868	3,083	2,488
APR	1,561	1,775	28,661	502	1,577	1,701	983	723	2,261	1,981
MAY	1,233	1,379	28,962	552	1,826	1,966	987	832	3,596	2,779
JUN	1,995	1,209	29,256	580	3,038	2,712	2,204	1,845	3,142	2,268
JUL	1,976	1,226	30,485	1,533	3,835	3,929	1,288	1,579	3,252	2,325
AUG	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	2,385	2,373

MORTGAGE BANKERS CONSTRUCTION AND LAND LOAN ACTIVITY

(Dollars in Millions)

Year and Month	DISBURSEMENTS DURING MONTH					CONSTRUCTION LOANS CLOSED			
	Construction				Land Loans				
	Total	1-4 Units	5+ Units	Nonres.		Total	1-4 Units	5+ Units	Nonres.
1982									
DEC	$170	$ 70	$30	$ 70	$ 60	$490	$120	$110	$260
1983									
JAN	100	50	20	30	60	280	120	30	130
FEB	150	60	30	60	60	280	110	60	110
MAR	170	80	20	70	50	540	180	190	170
APR	130	50	10	70	60	290	150	610	80
MAY	320	160	40	120	160	470	130	80	260
JUN	430	170	60	200	120	500	130	90	280
JUL	120	60	10	50	40	180	80	30	70
AUG	110	70	10	30	80	200	120	20	60
SEP	160	70	20	60	50	440	100	60	280
OCT	130	60	20	50	90	350	90	140	120
NOV	140	70	10	60	90	390	150	120	120
DEC	570	180	50	340	250	560	130	190	240
1984									
JAN	180	70	20	90	140	460	130	100	230
FEB	150	70	10	70	90	280	80	90	110
MAR	190	80	30	80	220	350	120	80	150
APR	200	90	30	80	100	620	140	360	120
MAY	180	80	10	10	160	420	190	130	100
JUN	350p	110p	10p	230p	350p	750p	110p	180p	460p
JUL	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
AUG	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

n.a.—Not available; p—Preliminary

[1]From the National Association of Realtors' "Existing Home Sales" series.

[2]Secondary market gross yields.

[3]Federal Home Loan Mortgage Corp. Existing construction only.

[4]Federal Reserve's weighted average interest rate for Commercial Banks.

[5]Securities for 30 day delivery.

[6]Mutual Savings Banks and Commercial Banks.

[7]As of January 1984 this rate is for A-rated recently offered utility bonds.

Sources: American Council of Life Insurance, Board of Governors of the Federal Reserve System, Bureau of the Census, Citicorp Real Estate Inc., Department of Housing and Urban Development, Federal Home Loan Bank Board, Federal Home Loan Mortgage Corporation, Federal National Mortgage Association, Government National Mortgage Association, Mortgage Bankers Association of America, National Association of Mutual Savings Banks, National Association of Realtors, Telerate Financial Information Network, Veterans Administration.

MORTGAGE BANKING ACTIVITY

LONG-TERM MORTGAGE LOANS CLOSED[1]

Year and Month	SEASONALLY ADJUSTED				NOT SEASONALLY ADJUSTED								
						1-4 Units				5+ Units			
	Total[2]	1-4 Units	5+ Units	Non-Res.[3]	Total	Total	FHA	VA	Conv.	Total	FHA	Conv.	Non-Res.[3]
1982													
JUL	$2,070	$1,700	$ 80	$ 260	$ 2,230	$ 1,950	$ 610	$ 370	$ 970	$ 50	$ 50	$ 0	$ 230
AUG	2,160	1,780	120	290	2,450	2,130	720	420	990	70	10	60	250
SEP	2,360	2,070	70	170	2,280	2,090	700	490	900	50	10	40	140
OCT	2,670	2,100	220	250	2,850	2,290	840	550	900	320	90	230	240
NOV	3,800	3,290	250	280	3,240	2,770	1,190	690	890	200	140	60	270
DEC	4,340	4,000	120	240	4,720	4,210	1,620	1,020	1,570	150	0	150	360
1983													
JAN	5,300	4,640	340	240	4,710	3,880	1,720	940	1,220	650	30	620	180
FEB	5,590	5,350	220	360	4,450	3,980	1,640	970	1,370	170	0	170	300
MAR	5,910	5,170	90	620	5,910	5,050	2,180	1,350	1,520	70	40	30	790
APR	6,270	5,030	1,080	380	6,080	4,790	1,890	1,130	1,770	890	0	890	400
MAY	5,500	4,790	290	440	5,590	4,740	2,030	1,150	1,560	300	10	290	550
JUN	6,110	4,970	680	320	7,120	5,950	2,150	1,310	2,490	910	600	310	260
JUL	5,400	4,740	60	370	5,810	5,450	2,110	1,280	2,060	30	10	20	330
AUG	5,110	4,260	380	590	5,730	5,000	1,760	1,170	2,070	220	30	190	510
SEP	4,750	3,710	370	710	4,470	3,660	1,260	830	1,570	220	60	160	590
OCT	4,190	3,410	110	630	4,300	3,630	1,130	750	1,750	170	0	170	500
NOV	6,160	5,480	130	540	5,340	4,690	1,330	840	2,520	100	30	70	550
DEC	5,150	4,590	90	410	5,540	4,860	1,420	850	2,590	110	0	110	570
1984													
JAN	5,520	5,140	170	460	4,870	4,190	1,140	750	2,300	320	10	310	360
FEB	5,210	4,340	660	460	4,310	3,350	1,030	770	1,550	570	30	540	390
MAR	4,680	3,810	520	440	4,690	3,770	810	560	2,400	370	10	360	550
APR	6,140	5,330	490	490	5,870	4,940	1,070	740	3,130	410	0	410	520
MAY	5,060	4,410	130	460	5,240	4,480	960	690	2,830	140	0	140	610
JUNp	4,600	3,810	20	1,020	5,430	4,620	1,010	680	2,930	20	0	20	790
Year to Date[5]													
1984					$30,410	$25,350	$ 6,020	$4,190	$15,140	$1,830	$ 50	$1,780	$3,220
1983					33,860	28,390	11,610	6,850	9,930	2,990	680	2,310	2,480
1982					11,480	9,000	2,830	1,620	4,550	740	340	400	1,740
1981					17,420	13,160	4,820	3,520	4,820	840	590	250	3,420

COMMITMENT ACTIVITY: LONG-TERM MORTGAGE LOANS[1]

Year and Month	COMMITMENTS DURING MONTH								OUTSTANDING COMMITMENTS END OF MONTH					
	To Borrowers				From Investors				To Borrowers			From Investors		
	Total	1-4 Units	5+ Units	Non-Res.[3]	Total	1-4 Units	5+ Units	Non-Res.[3]	1-4 Units	5+ Units	Non-Res.[3]	1-4 Units	5+ Units	Non-Res.[3]
1982														
JUL	$ 2,700	$ 2,070	$ 70	$ 560	$ 3,880	$ 3,000	$ 110	$ 770	$ 6,440	$ 680	$1,460	$ 6,340	$ 1,020	$1,690
AUG	3,050	2,550	240	260	3,970	3,450	260	260	7,300	850	900	6,320	1,200	980
SEP	4,240	3,970	60	210	4,870	4,360	130	380	8,030	1,100	670	7,960	1,750	840
OCT	6,740	5,080	1,010	650	4,090	2,560	1,020	510	10,850	950	770	7,830	1,590	950
NOV	7,290	5,740	490	1,060	6,010	3,990	950	1,070	13,260	1,490	910	10,010	2,250	1,160
DEC	6,110	5,230	170	710	5,330	4,170	180	980	14,680	800	840	9,400	1,180	1,040
1983														
JAN	7,010	5,550	880	580	5,140	4,250	80	810	14,370	1,240	910	8,920	1,380	1,140
FEB	6,460	5,850	290	320	6,160	4,690	630	840	15,840	1,960	1,040	8,260	2,260	1,420
MAR	7,660	6,060	1,390	210	9,130	6,560	1,830	740	15,450	2,190	860	9,750	2,480	1,160
APR	7,460	6,080	460	920	8,300	6,880	260	1,160	16,140	2,240	1,170	11,480	2,440	1,430
MAY	7,470	7,030	0	440	6,080	5,310	190	580	16,350	540	850	9,970	1,590	1,110
JUN	7,330	7,210	0	120	7,760	7,030	310	420	18,300	530	730	12,230	1,590	1,010
JUL	6,840	6,170	0	670	7,060	6,280	160	620	15,890	520	680	11,760	680	870
AUG	6,160	5,450	0	710	6,950	5,920	20	1,010	13,640	460	890	10,820	570	1,050
SEP	4,620	4,510	0	110	5,880	4,350	870	660	12,560	410	780	8,610	1,260	790
OCT	6,130	4,900	240	990	6,280	5,810	200	270	12,870	12,030	940	9,910	13,830	940
NOV	7,610	4,870	800	1,940	5,910	4,010	940	960	13,420	1,440	1,130	10,340	2,390	1,030
DEC	6,320	4,060	250	2,010	4,800	3,150	280	1,370	11,600	10,120	930	7,660	11,950	1,060
1984														
JAN	4,660	4,020	10	670	3,690	2,930	170	590	11,420	2,990	760	8,140	4,670	810
FEB	3,980	3,340	0	640	7,230	4,620	1,830	780	11,830	3,200	880	9,560	5,370	810
MAR	5,290	4,080	0	1,210	4,590	3,530	90	970	12,680	0	730	8,950	1,710	730
APR	4,700	4,300	0	400	5,140	4,540	80	520	13,920	1,970	980	11,200	2,160	980
MAY	4,950	4,070	0	880	4,620	3,530	530	560	13,240	1,510	1,200	9,630	3,310	1,120
JUNp	3,780	3,230	30	520	5,920	4,500	70	1,350	11,140	80	470	9,220	270	1,680
Year to Date														
1984	$27,360	$23,040	$ 40	$4,320	$31,190	$23,650	$2,770	$4,770						
1983	43,390	37,780	3,020	2,590	42,570	34,720	3,300	4,550						
1982	17,670	12,120	1,290	4,260	18,590	12,850	1,310	4,430						
1981	20,970	17,790	540	2,640	25,620	17,740	990	6,890						

Notes: [1]All dollar amounts are in millions.
[2]Total is seasonally adjusted separately from components. Total, therefore, may not equal sum of parts.
[3]Series labeled non-residential are also inclusive of farm data.
[4]Percent coverage equals outstanding commitments recieved from investors divided by the sum off outstanding end of month inventory and outstanding commitments issued to borrowers, all multiplied by 100.
[5]Year-to-date seasonally adjusted series not calculated.

OUTSTANDING END OF MONTH INVENTORY[1] — COVERAGE[4] — SERVICING VOLUME[1]

Year and Month	Total	1-4 Units	FHA	VA	Conv.	5+ Units	FHA	Conv.	Non-Res.[3]	1-4 Units	5+ Units	Non-Res.[3]	1-4 Units	5+ Units	Non-Res.[3]
1															
	$ 7,020	$3,670	$ 870	$ 670	2,130	$1,660	$190	$1,470	$1,690	63%	44%	54%	$215,890	$25,260	$39,410
	6,800	3,960	960	610	2,390	1,690	190	1,500	1,150	56	47	48	236,970	28,020	40,630
	8,360	4,080	1,010	660	2,410	3,240	190	3,050	1,040	66	40	49	236,860	28,660	40,870
	8,390	4,390	1,050	880	2,460	2,750	180	2,570	1,250	51	43	47	240,730	28,380	41,310
	9,140	5,070	1,440	1,050	2,580	2,890	400	2,490	1,180	55	51	56	240,710	29,620	42,560
	8,690	6,000	1,890	1,290	2,820	1,590	220	1,370	1,100	45	49	54	251,510	32,820	44,080
1983															
JAN	11,220	6,450	2,180	1,440	2,830	3,600	470	3,130	1,170	43	29	55	245,140	42,090	41,960
FE	12,000	7,030	2,220	1,500	3,310	3,570	470	3,100	1,400	36	41	58	248,980	41,980	42,230
	11,960	7,250	2,410	1,640	3,200	3,490	480	3,010	1,220	43	44	56	248,630	41,300	44,850
	12,080	7,170	2,340	1,700	3,130	2,760	10	2,750	1,000	49	49	66	262,050	43,670	43,790
	11,200	6,930	2,510	1,700	2,720	3,470	10	3,460	800	43	40	64	267,170	44,300	41,940
JU	12,920	8,260	2,780	1,850	3,630	3,480	10	3,470	850	46	40	64	294,020	51,230	45,180
JUL	11,960	7,760	2,490	1,710	3,560	3,410	0	3,410	790	50	17	60	305,860	43,090	42,620
AUG	11,480	7,190	2,170	1,600	3,420	3,400	0	3,400	890	52	15	59	289,220	41,800	39,150
	10,870	6,530	1,870	1,460	3,200	3,440	10	3,430	900	45	33	47	264,720	44,760	33,870
	11,060	6,590	1,780	1,460	3,350	3,550	210	3,340	920	51	89	51	274,860	44,100	38,970
NOV	11,450	6,990	1,800	1,380	3,810	3,240	0	3,240	1,220	51	51	44	292,100	48,620	40,400
DEC	10,860	6,050	1,570	1,250	3,230	3,500	550	2,950	1,310	43	88	48	259,530	46,690	39,600
1984															
JAN	14,720	6,420	1,390	1,150	3,880	7,400	10	7,390	900	46	45	49	283,720	51,610	36,130
FEB	14,320	5,920	1,380	1,140	3,400	7,450	10	7,440	950	54	50	45	275,010	48,960	41,550
MAR	14,960	6,320	1,350	1,170	3,800	7,510	0	7,510	1,030	47	23	41	281,010	56,610	44,380
APR	16,250	7,500	1,540	1,320	4,640	7,720	0	7,720	1,030	52	22	49	323,690	48,730	42,310
MAY	15,500	6,910	1,390	1,030	4,490	7,390	0	7,390	1,200	48	37	47	332,570	59,010	46,280
JUNp	10,350	8,400	1,840	1,470	5,090	780	0	780	1,170	47	31	120	324,820	61,800	38,670

CONSTRUCTION AND LAND LOAN ACTIVITY[1]

Year and Month	DISBURSEMENTS DURING MONTH Total	1-4 Units	5+ Units	Non-Res.[3]	Land Loans	CONSTRUCTION LOANS CLOSED Total	1-4 Units	5+ Units	Non-Res.[3]	END OF MONTH INVENTORY Total	1-4 Units	5+ Units	Non-Res.[3]	Land Loans
1982														
JUL	$110	$ 40	$20	$ 50	$ 40	$430	$ 50	$250	$130	$3,010	$ 600	$ 690	$1,720	$ 610
AUG	100	40	20	40	60	540	90	200	250	2,480	640	650	1,190	630
SEP	110	40	20	50	40	320	80	130	110	2,740	690	670	1,380	630
OCT	130	70	20	40	30	230	100	110	20	3,460	830	920	1,710	600
NOV	130	80	10	40	30	430	130	220	80	3,150	840	740	1,570	610
DEC	170	70	30	70	60	490	120	110	260	3,190	880	700	1,610	620
1983														
JAN	100	50	20	30	60	280	120	30	130	2,810	750	650	1,410	580
FEB	150	60	30	60	60	280	110	60	110	3,160	890	620	1,650	630
MAR	170	80	20	70	50	540	180	190	170	3,09	930	580	1,580	610
APR	130	50	10	70	60	290	150	610	80	2,030	610	330	1,090	680
MAY	320	160	40	120	160	470	130	80	260	7,290	2,080	1,140	4,070	1,600
JUN	430	170	60	200	120	500	130	90	280	7,400	2,120	1,080	4,200	1,580
JUL	120	60	10	50	40	180	80	30	70	2,580	810	380	1,390	660
AUG	110	70	10	30	80	200	120	20	60	2,410	760	340	1,310	650
SEP	160	70	20	70	50	440	100	60	280	3,120	950	430	1,740	650
OCT	130	60	20	50	90	350	90	140	120	3,220	990	430	1,800	750
NOV	140	70	10	60	90	360	150	120	120	3,160	1,010	350	1,800	750
DEC	570	180	50	340	250	560	130	190	240	8,490	2,710	940	4,840	1,550
1984														
JAN	180	70	20	90	140	460	130	100	230	3,490	1,050	430	2,010	650
FEB	150	70	10	70	90	280	80	90	110	3,280	880	370	2,030	630
MAR	190	80	30	80	220	350	120	80	150	3,360	990	380	1,990	840
APR	200	90	30	80	100	620	140	360	120	3,220	1,040	460	1,720	860
MAY	180	80	10	90	160	420	190	130	100	3,220	1,060	380	1,780	930
JUNp	350	110	10	230	350	750	110	180	460	4,350	1,460	510	2,380	1,230

COMMITMENTS TO BORROWERS: LAND AND CONSTRUCTION LOANS[1] — NOTES PAYABLE[1]

Year and Month	Issued During Month Total	1-4 Units	5+ Units	Non-Res.[3]	End of Month Balances Total	1-4 Units	5+ Units	Non-Res.[3]	End of Month Balances Total	Comm. Paper	To Parent	To Others
1982												
JUL	$ 940	$ 60	$ 330	$ 550	$ 8,900	$ 580	$ 2,250	$6,070	$11,210	$1,930	$ 5,320	$ 3,960
AUG	750	100	350	300	4,420	690	1,570	2,160	12,680	1,740	5,440	5,500
SEP	660	90	430	140	6,180	980	2,730	2,470	12,190	2,080	6,130	3,980
OCT	2,370	110	2,000	260	7,180	660	3,630	2,890	18,330	1,460	7,870	9,000
NOV	1,370	190	880	300	7,810	860	4,040	2,910	12,720	1,910	5,850	4,960
DEC	1,050	160	500	390	5,800	850	2,220	2,730	14,660	2,740	6,950	4,970
1983												
JAN	1,730	100	1,420	210	7,170	660	3,990	2,520	19,270	3,320	10,270	5,680
FEB	1,020	130	420	470	8,830	810	4,570	3,450	20,070	3,530	8,370	8,170
MAR	2,840	240	2,260	340	9,400	1,010	5,810	2,580	20,640	3,960	9,510	7,170
APR	1,350	140	500	710	8,400	980	4,900	2,520	20,120	3,330	10,200	6,590
MAY	1,070	120	610	290	6,280	650	3,900	1,730	25,640	3,780	10,460	11,400
JUN	1,410	160	550	700	6,780	970	3,710	2,100	36,620	4,490	10,570	21,560
JUL	1,970	120	1,780	70	7,160	910	4,660	1,590	36,150	4,410	14,100	17,640
AUG	900	180	100	620	5,620	940	2,480	2,200	35,370	8,920	10,920	15,530
SEP	1,100	100	690	310	5,210	870	2,190	2,150	41,300	3,110	9,820	28,370
OCT	1,650	130	990	530	22,340	1,080	18,890	2,370	30,150	2,760	8,870	18,520
NOV	1,770	120	900	750	8,520	1,270	3,960	3,290	32,200	3,690	10,520	17,990
DEC	3,460	110	2,310	1,040	19,710	1,030	15,450	3,230	29,590	2,770	7,140	19,680
1984												
JAN	1,080	80	400	600	10,900	800	7,440	2,660	31,180	3,900	9,810	17,470
FEB	1,300	90	530	680	9,500	750	5,650	3,100	23,480	3,710	8,530	11,240
MAR	2,840	150	2,240	450	5,710	610	2,070	3,030	42,850	5,060	9,130	28,660
APR	3,940	120	3,260	560	10,080	960	5,780	3,340	27,280	3,190	15,280	8,810
MAY	3,530	170	2,770	590	11,480	1,030	6,750	3,700	35,190	4,690	21,880	8,620
JUNp	1,150	140	60	950	4,580	810	850	2,920	29,920	4,820	12,530	12,570